

GSA's Center for Facilities Maintenance and Hardware

2010 Industry Event Agenda

Tuesday March 23, 2010

<u>Time</u>	<u>Event</u>	<u>Room</u>
7:30- 5:00	Registration	Foyer
7:30-9:00	Continental plus Networking	Regency D
9:00- 10:30	SuperStore Leadership Council (SLC) Meeting	Regency C
10:30-11:30	Update on E-mods within Center for Facilities Maintenance and Hardware Ellen Upchurch, CFMH Products Section Chief and Supervisory Contracting Officer	Regency C
11:30-12:00	Break	
12:00-12:15	Event Kickoff	Regency C/D
12:15-1:15	Lunch Speaker: C.K. Reisinger, Power Strategies	Regency C/D
1:15-1:30	GSA Heartland Acting Regional Administrator Mike Brinks	Regency C/D
1:30-2:00	Federal Acquisition Service (FAS) Commissioners Office	Regency C/D
2:00-2:30	Acquisition Operations (Schedules): Jeff Koses, Director Office of Acquisition Operations, General Supplies and Services	Regency C/D
2:30-2:45	Break	
2:45-3:15	GSA's Acquisition Management Discussing the New Executive Order & Current Proposed Energy Legislation that will Impact the Federal Government. Emile Monette, Director Program Analysis Division	Regency C/D
3:15-3:45	Kevin Kampschroer Director, Office of Federal High-Performance Green Buildings, Public Building Service (PBS)	Regency C/D

3:45-4:15	Coalition for Government Procurement: Larry Allen, President, The Coalition for Government Procurement	Regency C/D
4:15-5:00	Acquisition Management (Schedule Policy) Robin Bourne, Director, GSA MAS Program Division	Regency C/D
5:30-7:30	Reception	Gateway East & Gateway Terrace (18th floor)

Wednesday March 24, 2010

<u>Time</u>	<u>Event</u>	<u>Room</u>
7:30- 11:30	Registration	Foyer
7:30-8:30	Continental plus Networking	Regency D
8:30-4:00	Meet your Contracting Officer & Business Development Specialist	Regency D
BREAKOUT SESSIONS		
8:30- 9:30	The Federal Market Outlook for Schedules 51v and 03FAC Bill Gormley, Washington Management Group	Regency C
8:30-9:30	Increasing your product sales by participating in DLA E-Mall Mike Hohnberger, DLA	Sterling Studio 3
8:30-9:30	Buying Power of Global Supply Nathan Stewart, Deputy Director Heartland Global Supply	Sterling Studio 5
8:30-9:30	Marketing your GSA Schedule Eileen Kent, Fed Market	Sterling Studio 1
8:30-9:30	Integration of Smart Building Technology within GSA-PBS Frank Santella, GSA Public Building Service (PBS)	Sterling Studio 8
9:30-9:45	Break	

<u>Time</u>	<u>Event</u>	<u>Room</u>
9:45-10:45	The Federal Market Outlook for Schedules 51v and 03FAC Bill Gormley, Washington Management Group	Regency C
9:45-10:45	03FAC Panel Discussion on Classifying what is a Green Service Brennan Conaway, GSA Central Office	Sterling Studio 3
9:45-10:45	Renting your products to the Federal Government Alysia Ryan - American Rental Association	Sterling Studio 5
9:45-10:45	Marketing your GSA Schedule Eileen Kent, Fed Market	Sterling Studio 1
9:45-10:45	Understanding the Use of Blanket Purchase Agreements (BPA's) Walter Eckbreth, GSA Central Office	Sterling Studio 8
10:45-11:00	Break	
11:00-12:00	e-Everything: e-tools, GSA <i>Advantage!</i>, e-buy, SIP Tim Dempsey, GSA Office of Acquisition Management	Regency C
11:00-12:00	No Class	Sterling Studio 3
11:00-12:00	Renting your products to the federal government Alysia Ryan, American Rental Association	Sterling Studio 5
11:00-12:00	Marketing your GSA Schedule Eileen Kent, Fed Market	Sterling Studio 1
11:00-12:00	Understanding the Use of Blanket Purchase Agreements (BPA's) Walter Eckbreth, GSA Central Office	Sterling Studio 8
12:00-1:30	Lunch	On your own
1:30-2:30	Contractors buying from Schedule Contractors- Utilizing the FAR 51 Deviation Malissa Michel, GSA Central Office	Regency C
1:30-2:30	No Class	Sterling Studio 3

<u>Time</u>	<u>Event</u>	<u>Room</u>
1:30-2:30	Increasing your product sales by participating in DLA E-Mall Mike Hohnberger, DLA	Sterling Studio 5
1:30-2:30	Marketing your GSA Schedule Eileen Kent, Fed Market	Sterling Studio 1
1:30-2:30	Partnering with AbilityOne Jason Endicott-AbilityOne	Sterling Studio 8
2:30-2:45	Break	
2:45-3:45	Energy Services meeting to discuss new offerings and language enhancements to Special Item Numbers (SIN's) Jennifer Hazelman, CFMH Business Development Specialist	Regency C
2:45-3:45	e-Everything: e-tools, GSA <i>Advantage!</i>, e-buy, SIP Tim Dempsey, GSA Office of Acquisition Management	Sterling Studio 3
2:45-3:45	GSA Advantage Green/Environmental Icons for Products-proposed changes Brennan Conaway, GSA Central Office	Sterling Studio 5
2:45-3:45	No Class	Sterling Studio 1
2:45-3:45	Learn more about the Mentor Protégé Relationship Tony Eiland, GSA Central Office	Sterling Studio 8
5:30	Pre- Registered Dinner	Ruth's Chris (in hotel)

Thursday March 25, 2010

<u>Time</u>	<u>Event</u>	
7:30-8:30	Continental plus Networking	Regency D
8:30-12:00	Meet your Contracting Officer & Business Development Specialist	Regency D

<u>Time</u>	<u>Event</u>	
BREAKOUT SESSIONS		
8:30- 9:30	03FAC Panel Discussion on Classifying what a Green Service is Brennan Conaway - GSA Central Office & Industry Panel	Regency C
8:30-9:30	Buying Power of Global Supply Nathan Stewart, Deputy Director Heartland Global Supply	Sterling Studio 3
8:30-9:30	Assistance for Small Businesses Karen Poole, GSA Office of Small Business Utilization; Joe Frank, St. Louis Procurement Technical Assistance Center; Dave Turner (tentative), KC SBA	Sterling Studio 5
8:30-9:30	From Other Direct Costs (ODC's) to Ancillary Supplies and/or Services... What does this mean for You, the Contractor Elaine Rasmussen, CFMH Acquisition Director & Robin Bourne, GSA Office of Acquisition Management	Sterling Studio 1
8:30-9:30	Understanding GSA's IOA Contractor Assistance Visits Zach Smith, GSA Supplier Management	Sterling Studio 8
9:30-9:45	Break	
9:45-10:45	Contractors buying from Schedule Contractors- Utilizing the FAR 51 Deviation Malissa Michel, GSA Central Office	Regency C
9:45-10:45	Schedule 51V Meeting to discuss managed/value added services Debbie Harms, CFMH Director; Ellen Upchurch, CFMH Products Section Chief and Supervisory Contracting Officer; Gary Jenkins, CFMH Business Development	Sterling Studio 3
9:45-10:45	Learn more about the Mentor Protégé Relationship Tony Eiland, GSA Central Office	Sterling Studio 5

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9:45-10:45	From Other Direct Costs (ODC's) to Ancillary Supplies and/or Services... What does this mean for You, the Contractor Elaine Rasmussen, CFMH Acquisition Director & Robin Bourne, GSA Office of Acquisition Management	Sterling Studio 1
9:45-10:45	Understanding GSA's IOA Contractor Assistance Visit Zach Smith, GSA Supplier Management	Sterling Studio 8
10:45-11:00	Break	
11:00-12:00	Facilities Maintenance/03FAC Meeting to discuss new offerings and language enhancements to Special Item Numbers (SIN's) Mary Snodderly, CFMH Business Development Specialist	Regency C
11:00-12:00	Integration of Smart Building Technology within GSA Frank Santella, GSA Public Building Service (PBS)	Sterling Studio 3
11:00-12:00	Assistance for Small Businesses Karen Poole, GSA Office of Small Business Utilization; Joe Frank, St. Louis Procurement Technical Assistance Center; Dave Turner (tentative), KC SBA	Sterling Studio 5
11:00-12:00	GSA Advantage Green/Environmental Icons for Products-proposed changes Brennan Conaway, GSA Central Office	Sterling Studio 1
11:00-12:00	Partnering with AbilityOne Jason Endicott, AbilityOne	Sterling Studio 8